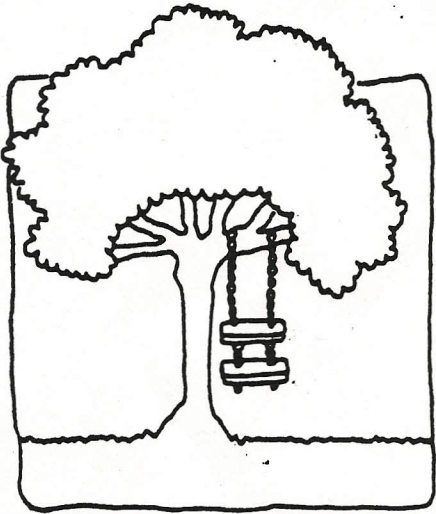


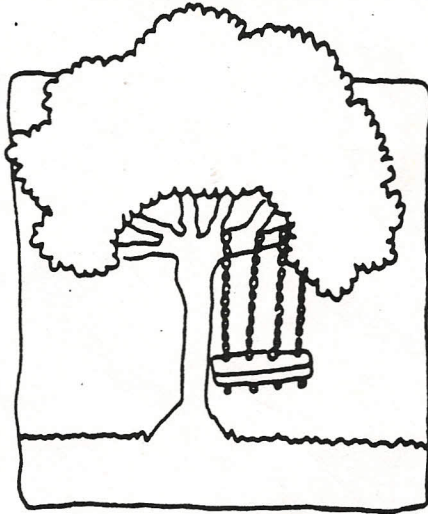
The Ten Commandments of Lobbying

1. **Be Honest** Your word is your bond to your legislator. Never lie or mislead them about the relative importance of an issue or the opposition's position or strength. Never promise what you cannot deliver. Remember that your credibility rests on your word.
2. **Be Friendly** Be firm in your discussion without being hostile. Today's opponent may be tomorrow's ally. Do not let a legislator think you are a bitter enemy because you disagree on one topic. Never cut anyone off from contact.
3. **Look for friends in unusual places** In politics, a friend is a politician who helps you when you need help-whether a Democrat or Republican, Liberal or conservative-even if that politician is hostile to you most of the time.
4. **Do not grab credit** Nothing is impossible if it does not matter who gets the credit.
5. **Decide priorities** Do not waste time on opponents who are publicly committed to their position. It is more productive to lobby legislators who claim to be neutral or who are keeping an open mind. But do not neglect those who are "probably" committed to your point of view. *Friends* should not be taken for granted.
6. **Give thanks** Never forget to notice and thank anyone who has helped you.
7. **Do not gossip** Knowing legislators' peculiarities is one thing; talking about them is another. Remember that discretion is better part of valor.
8. **Do not get angry** "*When you are crossed politically don't get mad. Get even.*" – Bobby Kennedy The power of the ballot box is yours
9. **Be prepared** Spend as much time as you need to learn as much as possible about your issue. Practice discussing the issue until you feel confident. If you do not know the answer to a legislator's question, say so-but offer to find out.
10. **Carry a good luck charm** In lobbying, you can know your opponent; you can develop imaginative and reasonable compromises; you can burn the midnight oil to digest all the arguments; but it can go right down the drain if you do not have a little bit of **LUCK**.

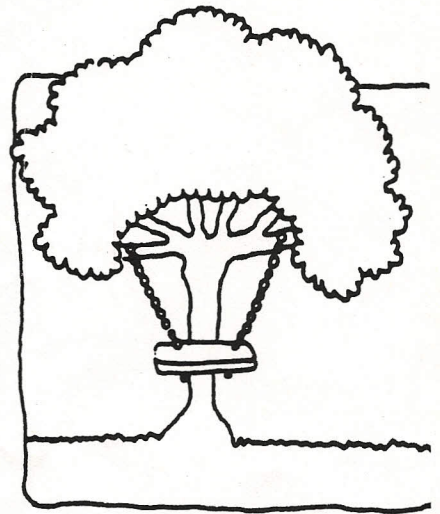
How A Bill Becomes Law



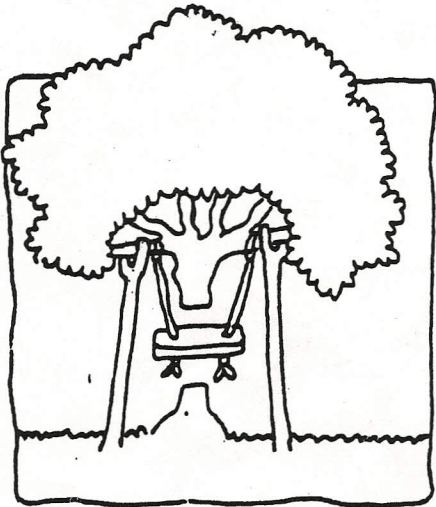
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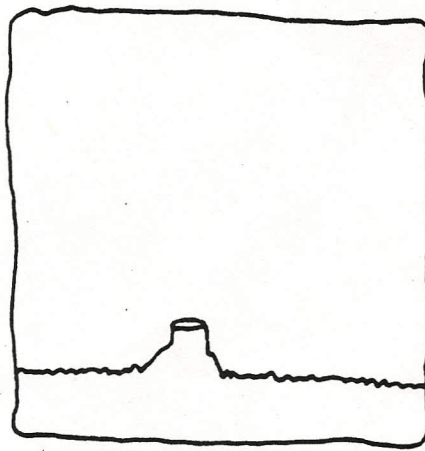
AS AMENDED IN
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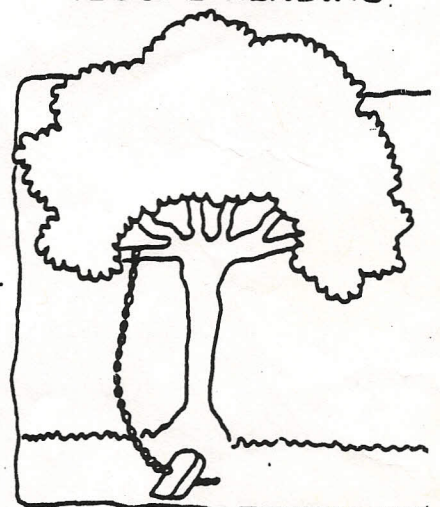
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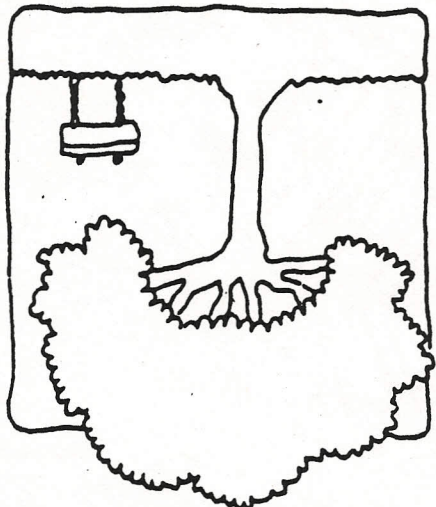
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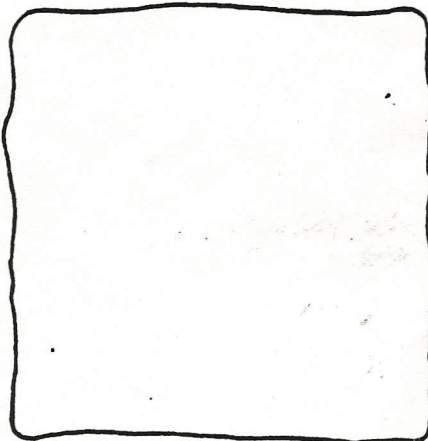
AS FUNDED BY JOINT
BUDGET COMMITTEE



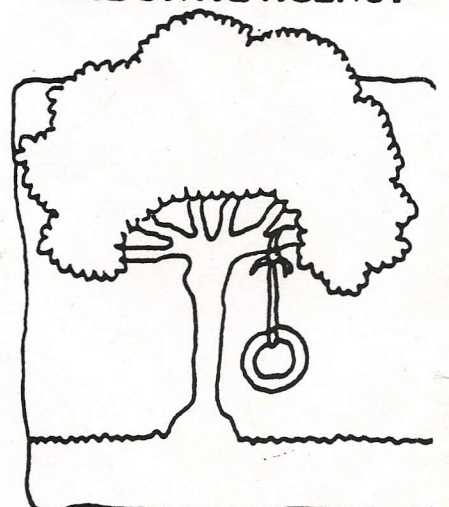
AS IMPLEMENTED BY
THE STATE AGENCY



AS REPORTED BY THE
MEDIA



AS UNDERSTOOD BY
THE PUBLIC



WHAT WAS ACTUALLY
NEEDED